

Message Text

UNCLASSIFIED

PAGE 01 JAKART 03731 271220Z

44

ACTION EA-07

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /015 W

----- 102925

R 270333Z MAR 74

FM AMEMBASSY JAKARTA

EUO RUEHDC/USDOC WASHDC

INFO SECSTATE WASHDC 1476

UNCLAS JAKARTA 3731

E.O. 11652: N.A.

TAGS: BEXP, ID

SUBJ: PRIVATE TRADE OPPORTUNITY (PTO)

1. 560/01/P0006

2. 032674

3. G. KOMISAR

4. 560 INDONESIA

5. 1A

6. A) REPLY TO --

B) MR. NASRIEL SUTAN SIKUMBANG, EXECUTIVE DIRECTOR

C) P.T. HARAPAN TANI TUNGGAL INDONESIA

20, JALAN BATUCEPER

JAKARTA, INDONESIA

7. TEL: 53765, 43943

8. --

9. 102

10. DESCRIPTION:

2873215-0000. 75,000 TONS UREA FERTILIZER BAGS SHIPPED

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PAGE 02 JAKART 03731 271220Z

SECOND QUARTER 1974. ESTIMATED PRICE BY BUYER, US280 PER

TON C & F.

2873100-0000. 35,000 TONS AMMONIUM SULPHATE, SHIPPED
SECOND QUARTER 1974. BUYER ESTIMATED PRICE, US\$140 C & F.

28700#1-0000. 15,000 TONS COMPOUND (NPK) 15.15.15 OR 14.14.14,
BAGS, SHIPPED APRIL-MAY 1974. BUYER ESTIMATED PRICE, US\$215
C & F.

FIRM INTENDS IMPORT ABOVE FOR DIRECT SALE TO GOVERNMENT OF
INDONESIA (GOI). MR. SIKUMBANG CLAIMS HE ACTING ON BEHALF OF
GOVERNMENT AND THAT HE RECENTLY CONCLUDED DEAL WITH
RUMANIANS TO SELL 10,000 TONS UNSPECIFIED FERTILIZER TO
INDONESIA. WE HAVE BEEN UNABLE CONCLUSIVELY DETERMINE FIRM'S
RELATIONSHIP WITH GOI. FORMER PRESIDENT OF THIS FIRM, HOWEVER,
IS APPARENTLY ACTIVE MEMBER OF PARLIAMENT. WE HAVE INITIATED
WTDR INQUIRY ABOUT FIRM.

FERTILIZER PURCHASE AS OUTLINED BY MR. SIKUMBANG WILL COST
ABOUT US\$32,000,000. EMBASSY BROUGHT OPPORTUNITY TO
ATTENTION OF MEMBERS OF FERTILIZER MISSION THAT RECENTLY
VISITED HERE, BUT WE HAVE RECEIVED NO FEEDBACK FROM THEM.
UNDERSTANDABLY, SHORTAGE OF SUPPLY AND WORLD DEMAND FOR
FERTILIZER CREATE PROBLEMS IN AVAILABILITY. NEVERTHELESS,
SIZE OF DEAL OBVIOUSLY DICTATES THAT WE AND/OR INTERESTED
U.S. SUPPLIERS EXPLORE OPPORTUNITY FULLY. FIRM CORRESPONDS
IN ENGLISH. ORDER AND DELIVERY TO BE UNDERTAKEN MID-1974.
BUYER GAVE NO INDICATION OF FINANCING ARRANGEMENTS. PLEASE
QUOTE C & F JAKARTA.
NEWSOM

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NNN

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